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Attn : Chief, Intelligence Information Staff, ORR
Thru : Chief, Services Division
Chief, Trade Branch

27 August 1956

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Research Project on the Soviet System of Foreign Trade
(ORR-9111)

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1. This branch can make only general suggestions on [redacted] coming trip to Europe for further research on Soviet foreign trade. His report of 19 October, 1955 on his previous trip to Europe indicates that he has already established excellent contacts in the staff of the [redacted] and among businessmen with experience in East-West trade. Our own unique sources cannot be revealed to him; therefore, we think it inadvisable to attempt to provide him with a list of contacts.

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2. [redacted] plan to make Geneva his base for operations on his project appears to be an excellent one. We might suggest in addition:

a. There are a number of [redacted] research organizations doing research on East-West trade. It might be profitable for [redacted] to contact some of these organizations.

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b. Dutch middlemen play an important role in East-West trade. This factor may be relevant to an appraisal of the effectiveness of Bloc trading missions in the Free World. The Netherlands, accordingly, might be given some priority in [redacted] discussions with West European businessmen.

c. We assume that [redacted] will visit several of the Bloc trade missions in Western Europe. A knowledge of their procedures and accomplishments could be important in appraising the flexibility of the Soviet system of foreign trade.

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RR/S/TF: [redacted]:cw (27 August 1956)

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